

STAT PACK

MONTHLY STAT PACK

Data through August 2025



RESIDENTIAL REVIEW

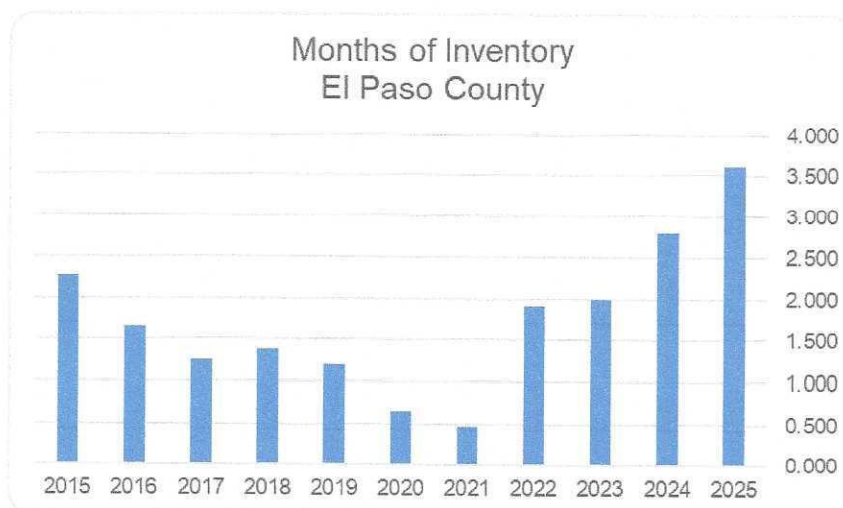
El Paso County

The data found within the Stat Pack is based on information from the Pikes Peak REALTOR® Services Corporation (RSC) or it's PPMLS. This content is deemed reliable; however, RSC, PPMLS and ERA Shields Real Estate do not guarantee its accuracy. Data maintained by RSC does not reflect all real estate activity in the market. Additional sources include the Colorado Springs Business Alliance, El Paso County Assessor, and El Paso County.

Welcome to the ERA Shields Stat Pack. The intent for providing information to you is to educate you on the current local real estate market so you can better make decisions for you and your family. Real estate markets vary from city to city as well as neighborhood to neighborhood. When the national media reports how the real estate market is doing, it is reporting on national numbers and it is likely very different from how your neighborhood is performing. You will find factual data within this document from which you may draw your own conclusions. We include a brief summary on the last page.

QUICK FACTS

- ⇒ 30-year mortgage rates continue a very slow reduction from 6.72 to 6.56%
- ⇒ 2,979 listings are on the market-this is up 26% from the same month last year (SMLY)
- ⇒ New listings for the month were 1,151 -which is down 7.1% from SMLY
- ⇒ There were 824 sales for the month-which is down 2.1% from SMLY
- ⇒ The list price/sales price ratio was 98.7%
- ⇒ Average sales price for the month was \$567,684—down 1.1% from SMLY
- ⇒ Median sales price for the month was \$483,050—which is down 3.2% the same from SMLY
- ⇒ Median days on market for sold homes was 46 compared to 39 for the SMLY
- ⇒ Single family permits YTD are at 1,989 which is down from the 2,116 units from the SMLY



This graph compares the number of Active homes on the market to the number of homes Sold.

It shows how many months it would take to sell through the current listing inventory. Most economists consider 5-6 months to be a balanced market.



PRICING TOOLS

Determine how your price range is performing

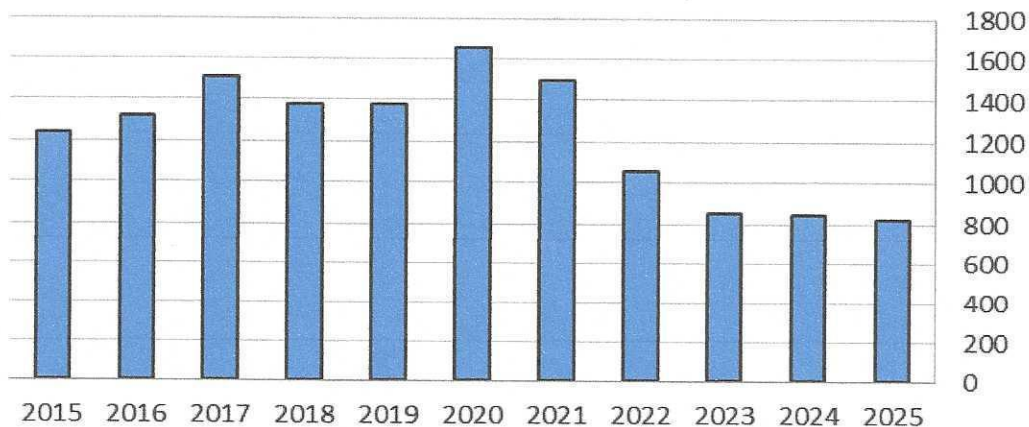
Price Range Comparisons Single Family & Patio Homes

This chart is ideal for helping you determine how competitive certain price ranges are. If you are considering selling your home, this information is just one tool you can reference to assist you with strategic pricing. As a buyer this data is helpful in creating a strategy for an offer. If you have questions on how to properly use this data, feel free to contact us.

SINGLE FAMILY/PATIO - EL PASO COUNTY ONLY

List Price	Actives	Under Contract	Solds	Days on Market	Avg SP/LP	Inventory
\$0 to \$299,999	71	44	39	39	98.6%	1.8
\$300,000 to \$399,999	429	245	159	36	99.2%	2.7
\$400,000 to \$499,999	760	301	246	45	99.5%	3.1
\$500,000 to \$599,999	567	170	140	53	99.2%	4.1
\$600,000 to \$699,999	350	124	84	42	99.2%	4.2
\$700,000 to \$799,999	249	62	61	42	98.5%	4.1
\$800,000 to \$899,999	154	44	26	51	97.7%	5.9
\$900,000 to \$999,999	106	22	14	54	98.5%	7.6
\$1 mil to \$1.25 mil	94	33	29	77	97.0%	3.2
\$1.25 mil to \$1.5 mil	75	11	12	51	96.5%	6.3
\$1.5 mil to \$1.75 mil	39	7	4	102	96.7%	9.8
\$1.75 mil to \$2 mil	27	3	3	61	97.2%	9.0
\$2 mil and above	61	8	7	96	95.2%	8.7

Monthly Sales
El Paso County



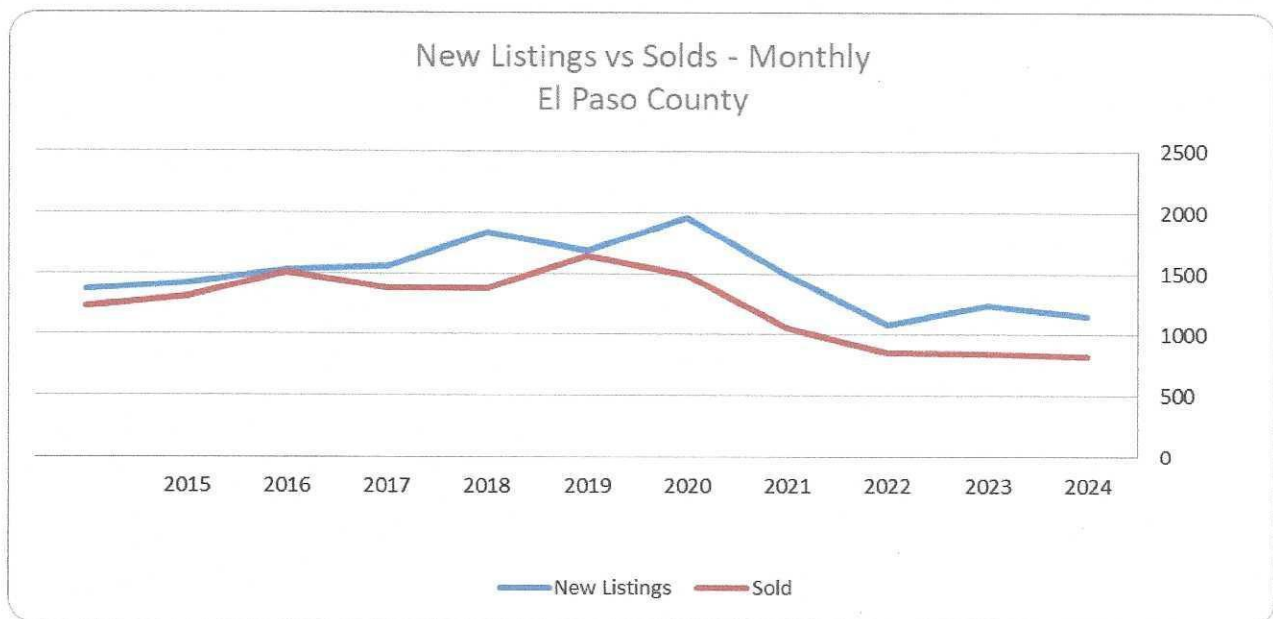
This graph shows the total number of Solds for the month. Comparing this data over the past 10 years helps determine the current trends in the market.

QUARTERLY DATA

Comparing data for the past 10 years



This graph shows the total number of active listings on the market and new listings coming on the market for the same period.

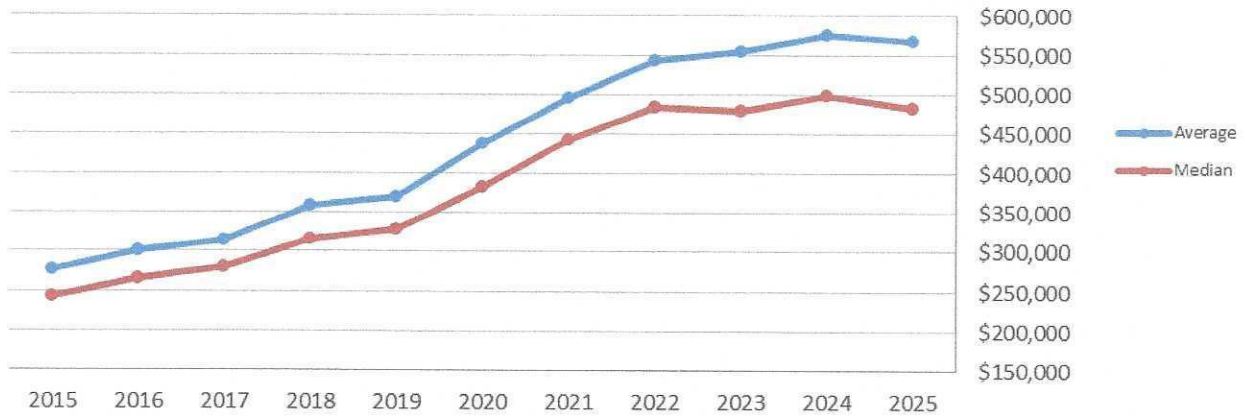


The correlation between new listings and solds helps assess the health of the market. A small gap indicates a Buyer's Market whereas a large gap indicates a Seller's Market.

QUARTERLY DATA

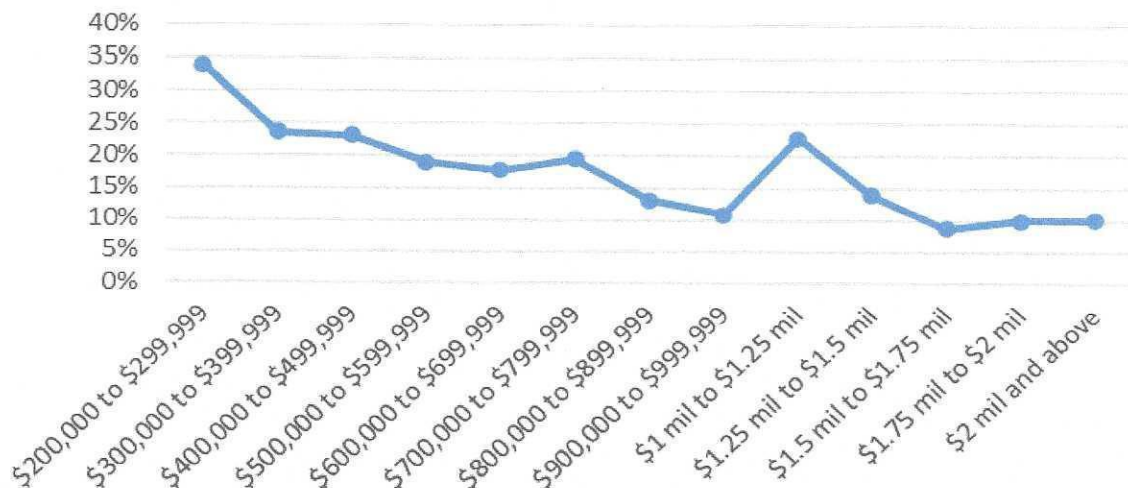
Comparing data for the past 10 years

Sales Prices - El Paso County



This graph shows the Average & Median Sales Prices for the same period over the past 10 years. Sales prices are the true “score” of the market.

Odds of Selling in Next 30 Days



The price range a home is within dictates the odds of selling in the next 30 days. Generally the lower the price, the more likely it will sell.

SUMMARY

Colorado Springs Real Estate Market Update – August 2025

August brought a few shifts in the Colorado Springs housing market as inventory and pricing continued to adjust.

- Active Listings: Just under 3,000 units—down from July but still 26% higher than last year.
- New Listings: 1,151, a 7% decline year-over-year, though year-to-date new listings remain up 10%.
- Inventory: 3.6 months of supply, a 30% jump from last year, giving buyers more options.

Prices: The average sales price slipped 1.1% to \$567,684, while the median dropped 3.2% to \$483,050.
Market by Price Range:

- The most active price ranges continue to be \$300,000–\$700,000.

Lowest inventory was seen under \$500,000 and in the \$1M–\$1.25M range, where demand remains strong.
Mortgage Rates: The steady downward trend in rates continues, now nearing 6.5%, which may provide some relief to buyers heading into fall.

The big picture? Inventory is higher, prices are softening slightly, and buyers have more leverage than they've had in years—especially in the mid- to upper-price ranges.

